

VOLUME 85

NUMBER 1

APRIL 2019

# *The* Alberta AUCTIONEER

Going Once  
Going Twice  
**SOLD!**

**IN THIS  
ISSUE:**

2018 Convention Highlights  
Committee Reports  
New Charity Picture  
"Wild Bill" and more...



## 2019-2020 EXECUTIVE



***Left to Right, Back:*** Andrew Reeleder, Bill Henke, Tracy Pollard, Michael Jennings, Justin Mayer, Darrell Domes, Rod Burnett, Jason Philp ***Front:*** Lorraine Klepper, Dale Menzak, Mickey Spencer  
***Missing:*** Wade Michener

## Auctioneers' Association of Alberta



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Editor: Lorraine Klepper

# TABLE OF CONTENTS

2	President's Message
3	Association Executives
4	Media Release
5	2019 Auctions 101 & 201
6 –11	2019 General Meeting Minutes & Reports
12	New Charity Print
14	Deepest Sympathy
16	Here, There & Everywhere ...with Wild Bill
17	2019 Auctioneers Have Talent Competition
18	2019 Convention Seminar Speakers
19	Vern Scown Tyro Memorial Competition
20	2019 All Around Auctioneer Championship
21	2019 Most Distinguished Service Award
23	Jim Juris, <i>Picture Butte, AB</i>
25	Ray Johnston, <i>Rimbey, AB</i>
26	Laurie Lindstrand, <i>Camrose, AB</i>
30 –31	Convention Highlights

# Message from the President



## Greetings from Vegreville!!!

It's been a long, snowy, cold winter, here's to hoping it is OVER and everyone is

looking forward to spring.

The Association held a very successful convention in Calgary the first weekend in February. It's always great to see and reconnect with many old friends and make new ones in the industry. Thanks to Convention Committee for all their hard work on this year's convention. To our wonderful sponsors, THANK YOU. Your generosity is greatly appreciated.

The 9th. annual Canadian open and 2nd. ringman competitions were held at the convention on Saturday. Congratulations to Dave Johnson of Norglenwold on winning the Ringman competition and Bobby Miller of Eckville on winning the Canadian open competition. All competitors did a fantastic job.

The Association Auction courses 101 and 201 were very well attended once again this year. Thanks to Education committee on presenting these courses on Thursday.

On Friday night, the Tyro competition had 11 new auctioneers entertain the audience with their chants. This year, Jordon Smith from Ponoka took home the trophy. Jordon did a wonderful job.

Congratulations to all individuals receiving their long-service awards. A special congratulations to John Perlich on receiving his Distinguished Service Award.

The Board of Directors held its first meeting in March via teleconferencing, which went very well. We look forward to a meeting with Scott Hood after our election to touch base on the Auction industry.

If you have any questions, concerns or suggestions, please call Lorraine or myself. We are here for the membership of the association.

Have a GREAT and busy spring. Hope to see you at an auction down the road.

**Dale Menzak**, *President*  
Auctioneers' Association of Alberta

## ATTENTION MEMBERS:

### Have you paid your Dues?

They were due March 31st.

**Also**, please check all your information on the web page "[www.albertaauctioneers.com](http://www.albertaauctioneers.com)" and correct anything that is wrong.

**Please send me your email address.** A lot of mine are incorrect.

We're always looking to add to our **AUCTION ARCHIVES** in Cochrane. Please contact us if you have old archives to add to the collection.

# 2019 Executive

			Term Expires:
<b>PRESIDENT</b>	Dale Menzak, Vegreville	(780) 632-9851	2019
<b>VICE-PRESIDENT</b>	Wade Michener, Calgary	(403) 226-0405	2020
<b>PAST PRESIDENT</b>	John Arnold, Lethbridge	(403) 393-8832	
<b>SECRETARY/TREASURER</b>	Lorraine Klepper, Red Deer	(403) 340-2070	
<b>DIRECTORS</b>	Michael Jennings, Condor	(403) 318-9998	2020
	Darrell Domes, Calgary	(403) 276-3375	2020
	Bill Henke, Langley, B.C.	(604) 888-9536	
	Dale Menzak, Vegreville	(780) 632-9851	2019
	Wade Michener, Calgary	(403) 226-0405	2020
	Joe Perlich, Lethbridge	(403) 635-0310	2021
	Andrew Reeleder, Bentley	(403) 848-1260	2021
	Mickey Spencer, Fort Sask	(780) 499-0779	2021
	Tracy Pollard, Edmonton	(780) 940-2175	2021
	Jason Philp, Didsbury	(403) 910-0623	2019
	Rod Burnett, West Kelowna	(250) 308-8185	2019
	Justin Mayer, Drayton Valley	(403) 598-1165	2020

**COMMITTEES:**

AMVIC:	Wade Michener
Archives:	Andrew Reeleder
BC:	Bill Henke
Canadian Liaison:	Jason Philp
Charity:	Tracy Pollard
Education:	Justin Mayer, Joe Perlich
Legislative:	John Arnold, Dale Menzak
Membership:	Tracy Pollard, Jason Philp
Nominations & Elections:	Rod Burnett
Web Page:	Darrell Domes, Jason Philp
Tyro:	Rod Burnett, Tracy Pollard & Michael Jennings
Auction Competition & Bid Catching:	Joe Perlich, Mickey Spencer & Justin Mayer
Convention 2020:	Justin Mayer & Andrew Reeleder
Convention 2021:	Michael Jennings & Andrew Reeleder

## PAST PRESIDENTS

2016-2017	John Arnold	1985	Ron Sim	1967	Garfield Ogilvie
2014-2015	Don Montgomery	1984	Frank McInenly	1966	Don H.Hutton
2012-2013	John Perlich	1983	Bob Balog	1965	Earl Galvin
2010-2011	Robert Lind	1982	Jim Schlenker	1964	Walter Kitt
2008-2009	Brad Neal	1981	Norm Moore	1962-1963	Vern Scown
2006-2007	Wayne Orsten	1980	Keith Erdmann	1960-1961	Earl Lanyon
2004-2005	Ron Victor	1979	Bob Smithens	1959	Keith Sim
2002-2003	Colin Spencer	1978	Scott Hunter	1958	Frank Gwartney
2000-2001	Dave Sharp	1977	Karl Zajes	1957	J.C. Robertson
1998-1999	Ron Sekura	1976	Joe Perlich	1955-1956	Ted Newby
1996-1997	Edgar Paras	1975	Bud Haynes	1953	Alec Sim
1994-1995	Linda Baggaley	1974	Les Handley	1952	Don Ball
1992-1993	Larry Graham	1973	Larry Irvine	1948	Archie Boyce
1990-1991	Delton Wolff	1971-1972	John Allen	1947	C.S.Smith
	1989 Catherine Clausen	1970	Roy Campbell	1946	Joseph H.Reed
	1987-1988 Wes Spencer	1969	Tony Perlich	1942	Clarence Damron
	1986 Frank Hall	1968	Mike Lawrence	1935	Arthur Mitchell

# Media Release

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The Auctioneers Association of Alberta held its 85th Annual Convention at the Premier Best Western Hotel in Calgary on January 3rd, February 1st and 2nd, 2019. There were approximately 140 people in attendance.

Dale Menzak of Vegreville was re-elected President. Wade Michener from Calgary is Vice President. John Arnold, Lethbridge is our Past President.

There was four positions open for directors. Re-elected for three years were: Dale Menzak; Jason Philp, Didsbury; and Rod Burnett, West Kelowna. Newly elected was Michael Jennings, Condor. Other directors are Joe Perlich, Lethbridge; Andrew Reeleder, Bentley; Tracy Pollard, Edmonton; Mickey Spencer, Fort Saskatchewan; Darrell Domes, Calgary; Justin Mayer, Drayton Valley and Wade Michener, Calgary. Bill Henke is Liaison for BC auctioneers. Lorraie Klepper is Secretary-treasurer.

This year we held our second Bid Catching Competition. 12 members participated. Dave Johnson from Norlgenwold took away the belt buckle.

The Vern Scown Memorial Tyro Contest was won by Jordon Smith, Ponoka. The Tyro Contest is an auction contest for auctioneers who have graduated from an auction school within the last two years. There were 11 auctioneers in the competition.

Darren Isaac won the best Business Card trophy. Best web page trophy went to Gordon and Charlene Musgrove (Gateway Auctions).

50-year plaque and pin were presented to Jim Juris from Picture Butte and Laurie Lindstrand from Camrose. Ray Johnston was not in attendance.

In attendance to receive their 40-year pin and plaque were Wally Couey, Cayley; John Perlich, Lethbridge; and Delton Wolfee, Dapp. Frank Hall and Eldon Kobberstad did not attend.

25-year plaque and pin recipients in attendance were Rob Bergevin from Stavely and Merv Grunow from Czar. Not in attendance were Alex Blahun, Don Deputan, Doug Kennedy, Mike Kosick, Mike Lakusta, Neil Kramer, David Lyons, Chance Martin and Peter Raffan.

Distinguished Service Award was presented to John Perlich of Lethbridge by his son Joe. John was very deserving of this award.

There were people in attendance from British Columbia, Alberta, Saskatchewan, Manitoba and the United States.

As you know we had changed our Charity. We are now selling pictures for the Stollery in Edmonton and the Children's Hospital in Calgary. We did well this year but need all to work at selling these pictures, rather than leaving it to the same members every year.

Another new and exciting project we as an association are going to have is two \$500 Scholarships each year. We had two last year.

New year's Convention will be held in Drayton Valley. Watch our web page for details.

For more information call 403-340-2070.

**2020 CONVENTION** will be held  
February 6, 7 & 8, 2020 in Drayton Valley, Alberta.

# Auctions 101 & 201



*11 members took the Alberta Auctions 101 & 201 courses January 31, 2019.*



**2019 LMAC Convention  
and  
Canadian Livestock  
Auctioneering Championship  
May 30 – June 2, 2019**

**Convention will be held at the Royal Executive Hotel Leduc, Alberta  
Auctioneer Competition at Thorsby Stockyards Inc.**

**Full information and registration forms are available on the LMAC  
website or contact [rickwright.lmac@gmail.com](mailto:rickwright.lmac@gmail.com)**

# General Meeting Minutes Feb. 1, 2019

President Dale Menzak called the meeting to order at 10:45 am.

Lorraine Klepper read the minutes from the last general meeting. Wade moved minutes be adopted as read. Tracey Pollard seconded the motion. Carried.

## REPORTS OF OFFICERS

Dale Menzak gave his report. Dale has tried to reach Scott Hood. Scott could not attend the convention because it is too close to election time. The new web page was the main project and still is. Dale read a motion from one

of our director meetings clarifying our bylaws. Bill Henke moved Dale's report. Seconder Jason Philp. Carried.

**Treasurers Report:** John Arnold reported. Had a good year other than having to pay out on a bond claim. Gordon Musgrove moved report, Merv Grunow seconder. Carried.

**Surety Committee:** Ron Sekura reported we have 100 members with \$25,000 surety coverage and 18 with \$15,000. No one has asked about the \$50,000 bond. Jason Philp moved Ron's report. Don strepper seconder. Carried.

## Committee Reports

### AMVIC

As of October the new government appointed chair person is Mrs. Phillis Bohachyk. There are still three vacant public board member positions on the Board of Directors and recruitment for those positions continues to move through the government approval process.

It has been, and continues to be, a challenge for AMVIC and the Board to learn how to be a Government Agency. There has been discussion around the Board table regarding awareness of the Elections Act, specifically pertaining to restrictions, limitations, communication and stakeholder engagement. The government will share their guidelines with AMVIC when they finalize their policies on these issues.

Financially, AMVIC is sound and this years

projected budget has a very small surplus due to some belt tightening and cutback in expenditures. AMVIC continues to look to the Minister to allow an increase in fees in order to provide the level of service that the Government has instructed us to do based on the cliff report. At this point in time, no increase in fees or levies have been approved by the Minister. In the future, it will be difficult to maintain a balanced budget without these increases.

The AMVIC Compensation Fund paid out over \$400,000 in claims in 2019 to Alberta consumers.

On a positive note, the Auction industry made up less than 1 percent of all complaints that were registered with AMVIC.

### Wade Michener

to exchange news and views of our associations.

Jo-Ann Ganzert of the Auctioneers Association of Saskatchewan reported a non eventful year for their association.

### CANADIAN LIAISON

As Canadian Liaison of the Auctioneers Association of Alberta I have maintained contact with the Auctioneer Associations of Saskatchewan, Manitoba and Ontario



## Committee Reports

### ***Canadian Liaison Continued***

Maintain membership numbers continues to be one of their associations challenges. They plan to present their first Charity Celebrity Auction at their January 30th convention which will be open to the public. The proceeds of this auction will be made to the Rural Mental Health Association of Saskatchewan.

Elected to the Saskatchewan Association board of directors were, Paul Moore, Bruce Schapanky, and Lucas Closson. Board of Trustee member Irv Stevens retired and was recognized for 18 years of long service to the Saskatchewan Auctioneers Association.

Nicole Smallwood of the Manitoba Auctioneers Association reported the Spring farm auctions showed lots of optimism with many above average prices obtain. Don and Yvette Lennon of Prairie Lane Auctions announced the sale of their auction company to employee Noreen McLachlan.

Still going strong and this year celebrating 50 years in the Auction business is Bill Klassen of Winkler, Manitoba. The Manitoba Auctioneers Association will be holding their AGM and convention on February 25th, 2019 at the CanadInn Portage la Prairie Manitoba. Presentations will be made by Manitoba Minister of Agriculture Ralph Eichler. FarmFemmes will speak on finding balance in our lives; and Gordon Goldborough of the Manitoba Historical Society will share on the topic Abandoned Manitoba.

Ken McGregor of the Auctioneers Association of Ontario reported they have had more than the usual public complaints concerning online and online-live sales. He believes the less scrupulous auctioneers are hiding behind online sales without

fear of retribution. Fortunately they have found most complaints are not about association members but this still giving the entire industry a bad name. After a visit of a couple of AAO members to the last Alberta convention they hope to encourage a reciprocal visit by our Alberta association to one of their conventions providing an opportunity to liaise and learn from each other. They have now gone to offering two and three year association memberships to relieve the necessity of a member forgetting to renew each year.

Congratulations to Ab Carroll an AAO member who was crowned the 2019 Canadian Livestock Auctioneer Champion. At the 2019 International Plowing Match in Chatham-Kent Jon Wilson another AAO member won the Auctioneers' Challenge. Congratulations also to a long time member of Auctioneers Association of Ontario Jack Morris of Essex County who was honored by being inducted into the Essex County Agricultural Hall of Fame.

The AAO 2019 convention is on February 28th to March 3rd in Peterborough, Ontario. Speakers include Stuart Harrison CEO of Peterborough Chamber of Commerce who will be the facilitator of the Round Table Discussion. Tim Sullivan will present on Technology in the Auction Industry and Basic Marketing. Catherine Dewar RRC as a wealth management specialist will discuss methods to achieve small business wealth management. In the auctioneering competition they will have a new "Team" competition which will feature one auctioneer and one bid spotter working together being judged as a team.

Please accept this report as presented.

**Pete Conway**

## Committee Reports

### CHARITY

The Association had a fairly successful year raising a total of \$55,045 which has been divided equally between the Stollery Children's Hospital in Edmonton and the Alberta Children's Hospital in Calgary each receiving a cheque for \$27,522.50 for the year.

Though this is an impressive amount the majority of these funds (\$40,000.00) came from a single event and about \$3,000.00 was raised at last year's

convention which means only about \$14,000.00 was raised for the whole year by the rest of our membership. With over 400 members we should be able to do a lot better than that so please take the time to get involved this year.

With the help of Olympian City Klassen we were able to raise \$4,000.00 at this Year's convention so let's keep the ball rolling have a record breaking year.

**Wayne Orsten**

### EDUCATION

With another year under my belt and a new one looking forward I want to thank all the help I have received in educating more and more people to help better the auction world.

Thank you to the instructors for helping with 101 & 201 are being taught where we can.

But talking with lots of others there is still a demand for more. We need to be broadening the horizons with other knowledge. Joe and I have had some discussion into this matter and believe we need our members help in acknowledging where we need to improve or what other courses need to be offered. As we have discussed certain topics there are some

concerns about attendance in extra course and sessions held outside of conventions.

With that being said I am looking for course subjects that we will get people in the door for.

If you have a topic Joe and I urge you to talk to one of us so we can make it happen. I believe there is demand for training in multiple areas but it's a matter of what areas. Please make sure we get your suggestions in so we can start educating more.

Scholarships are still happening and we want to help as many people as we can. If you know someone who deserves a one make sure their name gets put up. The scholarships are there to help so let's make sure we use them.

**Justin Mayer & Joe Perlich**

### ELECTIONS & NOMINATIONS

There were four people up for re-election at the 2019 convention this year and they were: Dale Menzak, Pete Conway, Rod Burnett and Jason Philp.

Pete Conway removed himself from re-election. Dale, Rod and Jason all let their names stand.

Two individuals were nominated for election and they were: Justin Janke, Mike Jennings.

Elected were: Dale Menzak, Jason Philp, Rod Burnett and Mike Jennings.

**Rod Burnett**

## Committee Reports

### COMPETITION

The 9th Annual All Around Auctioneer's Competition was held in Calgary, Alberta on February 2nd. This year's prize money consisted of \$67,300, as well as trophies and buckles to the winners. Contestants came from all over Canada and the USA to compete. There was a total of 20 Contestants in the competition. Ron Victor did an excellent job keeping the crowds entertained as our Master of Ceremonies.

*Champion – Bobby Miller*

*2nd – Rod Snopak*

*3rd – Rob Bergevin*

*4th – Andrew Reeleder*

*5th – Adam Cripps*

*Top Ladies Award – Tracy Pollard*

This year's Canadian Bid Catching Competition was a great success. This

year's Competition consisted of 12 contestants. The contestants competed head to head to showcase their abilities. The Champion received \$5,000 and Champion Buckle. Reigning All Around Auctioneer Champion Shawn Gift, was the guest auctioneer to sell the items for the bid catching competition.

*Champion – Dave Johnson*

Thank you to all the people that helped with the event, especially our Competition Sponsor, Farm Press Group, as well as AIM Marketing for providing the broadcasting, which can be viewed on a Facebook page.

Also special thanks to all judges for your unbiased expertise. Shawn Gift, Dave Irvine, Cody Hayes, Delton Wolff, Bev Montgomery, Steve Deane, Colin Spencer.

**Joe Perlich & Mickey Spencer**

### WEBPAGE

We are at one year with Aim, Up and running but still working on a few issues.

Thanks to Jason working with the Aim team Emily and Ian, Glen 1 mock up looked ok and met consensus in the Spring and was delivered in the fall. I was brought back into the fold to help with refinement from September today.

Now. There is a lot of room for improvement, but it's only of value if created for those that will adapt and use it. It was said that we want to build this for the next decade, but we need at least a portion of the membership to come along and tell us what they think and need.

Advertising is being offered to Members for \$500 for a year to start until we reach capacity with other advertising coming on board. Please talk to myself.

Other social media platforms are being put in place and being worked on such as the FB Live coverage of the competitions.

We are working on our YouTube channels along with Facebook page and Instagram. New banners are in the works of being built. Calendar will be done soon and they are looking for 1 month lead. Aim will be around all day Friday and Jason and I will be also available for any other questions or Follow-up. Please ensure your info is up to date with Aim.

**Darrell Domes**

# Committee Reports

## MEMBERSHIP

The Alberta Auctioneers Association currently has 426 members. The distribution is as follows

- British Columbia – 31
- Saskatchewan – 11
- Manitoba – 2
- Ontario – 4
- Quebec – 1
- Northwest Territories – 1
- United States – 2
- Alberta – 374

Welcome to all the new members and to the returning members thank you for your continued support.

## 2019 CONVENTION

The Convention was hosted at the Coast Plaza Hotel in Calgary, from January 29 to February 2. The Keynote Speaker will be Multiple Olympic Gold Medal Speed Skater and Canadian Flag Bearer Cindy Klassen. Jim Snider spoke on Licensed Appraisals. Bob Kerr discussed mental health issues. Ron Sekura worked with members using the God Ideas Seminar. Internet Auctions were talked on by Patrick Anderes.

This year's entertainment kept members in good spirits. Will Reeb's, Elvis Tribute on Friday evening was hilarious. Black Gold Revival was our main

Congratulations to nineteen of our members who are receiving recognition this weekend for their service and dedication to the Association. This is a true testament to the commitment that our members have to our Association and we thank you!

Auction Managers, School Instructors and Members, please encourage any new auctioneers, employees and family to become members of our Association.

Please accept this report as presented.

Thank you,

**Tracy Pollard**

entertainment for the weekend. They did an excellent job helping with the Auctioneers Have Talent competition. Delton Wolfe took home the award at the Auctioneers Have Talent. Ron Victor donated all money won back to the Children's Hospitals.

The convention provided lots of time to socialize and network with fellow auctioneers. The Trade show helped members connect to auction industry companies from across North America. The competitions were well received. Raising money for the Association as well as both Children's Hospitals in Alberta.

**Joe Perlich**

## 2020 CONVENTION

With 2019 Convention under way we are looking forward to hosting 2020 in Drayton Valley.

As everything is falling into place and getting organized it is going to be a great weekend.

The facilities are booked and reserved, entertainment, catering and itinerary lined up. It's starting to look like a lot of fun to come next year.

Next year we will be hosting the first ever auction masters competition. This is a competition for any auctioneer that has

won a title, not just the open. We are already securing deals for a \$5,000.00 prize and our goal is to get to \$10,000.00. So for any auctioneer holding a title you can compete once again.

I am hoping to have an itinerary available for viewing shortly.

Any and all suggestions are welcome to help me put together what I hope will be a great weekend for all.

Make sure you set aside time to come to the next one it is going to have a few surprises and lots of excitement for everyone.

**Justin Mayer**

### **General Meeting Minutes cont.**

**Legislative Report:** Dale Menzak & John Arnold. Nothing to report. Very quiet.

**Nominations and Elections:** Dale Menzak, Jason Philp, Rod Burnett let their names stand again.

Wade Michener nominated Michael Jennings, Shane Menzak nominated Justin Janke, Darrell Domes nominated James Carlson (James declined)

Bill Henke/Wade Michener moved nominations cease

Scrutineers were Darrell Domes, Mickey Spencer and Pete Conway.

Don Streeper/John Baier moved ballots

be destroyed. Carried.

Elected were Dale Menzak, Rod Burnett, Jason Philp, and Michael Jennings.

2021 Convention will be in Red Deer.

John Baier was one of the recipients to receive a scholarship last year. He thanked the association and told us how he used his scholarship money.

Advertising on the Web page. Can advertise for this year for \$500.00 on our website.

Auditor. Lorraine to review if we must have a new auditor. May have to get proposals from other accountants.

Merv Grunow moved meeting be adjourned 12:45 pm.

Hello to all you Auctioneers out there.

After 20 years of service in the auction industry,

I have made the decision to work as a freelance auctioneer/ring man for whoever needs a hand.

I still love auctions and I believe I always will.

Please contact me for this spring rush if you need a hand.

Good luck to all of you.

I'm in the North so please give me a little heads up to allow for travel.

I have experience in all types of auctions.

Thank you.

David Froese

Call or text (780)841-3914  
silverstarfroese@gmail.com





## Great News...New Charity Print



We come bearing good news....Blakeley, Age 9 has been gracious enough to provide us with one of her original pieces of artwork to use as our new Charity Print. Blakeley was diagnosed with epilepsy at 21 months of age. She underwent two surgeries at the Stollery to remove areas of her brain that were generating the impulses that created her seizures. Today, nine year old Blakeley is seizure free. She loves to dance, draw and paint.

We are in the process of having these pictures printed and framed. It is easy to start helping out.... call Tracy (780-940-2175) to request this new picture for your upcoming Charity Auctions and it will be shipped to you directly. All proceeds are donated to the Stollery Children's Hospital in Edmonton and the Alberta Children's Hospital in Calgary. Remember most charities will be happy to let you include a picture in their auction as they will be happy to have the opportunity to support the Children's hospitals.

*Let's make this a record year!!!*

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# With Deepest Sympathy




**Harry LENZ**  
 April 4, 1938 -  
 February 6, 2019  
 **43 YEAR**  
*Member*

Harry passed away at the Chinook Regional Hospital on Wednesday, February 6, 2019 at the age of 80 years.

Harry was born to Jacob Christian Lenz and Annie Phoebe (Wright) Lenz at the family homestead on April 4, 1938 near Wandsworth, Saskatchewan.

In the spring of 1976, Harry decided to go to auction school in Lacombe, Alberta. He and Emily opened, "Harry Lenz Auction Service", which took pride in "No Sale Too Big or Too Small", in September, 1976. They recruited their children to work at the regular "Bid 'n' Buy" Tuesday night auctions (The tradition of family involvement at the auction continues.).




**John CHARLTON**  
 October 16, 1941 -  
 November 13, 2018  
 **62 YEAR**  
*Member*

John passed away peacefully, surrounded by his family on Tuesday, November 13th, 2018 in the Brooks Health Centre at the age of 77 years. Johnny was born October, 16th, 1941, in Medicine Hat, Alberta to the late Henry (Hank) and Gertrude (Ketchmark) Charlton. Johnny was raised in Brooks and spent most of his life serving farming, cattle and community endeavors. He had a passion for living his life to the fullest and became known across western Canada as "the most honest auctioneer in the business."

*Our sympathy goes out to the loved ones of any member who has been missed being included here.*



**Eldon COUEY**  
 September 29, 1930 -  
 January 11, 2019  
 **58 YEAR**  
*Member*

Mr. Eldon Couey of High River, Alberta passed away peacefully surrounded by his family at the Seasons Retirement Community on January 11, 2019, at the age of 88 years.

He was also the owner of Couey Auctions and Mayor of High River from 1989 to 1998.



**Betty SCHLENKER**  
 July 22, 1937 -  
 December 14, 2018

Betty Schlenker passed away peacefully on Friday, December 14, 2018, at the age of 81 years, beloved wife of Jim Schlenker for 63 years.



**Claire HENKE**  
 August 3, 1929 -  
 January 11, 2019

Born August 03, 1929 in North Battleford, SK. It is with great sadness that we announce Claire's passing on January 11, 2019 after a long illness.

A Celebration of Life will be held in July for family, relatives and friends. Claire was the spark that created the success of her husband, Bill. Claire was a kind and loving mother that gave her children of four the inspiration to live by the Golden Rule. Always available to assist others when they encountered "Rainy Days."





# MILLIONS Of Visitors

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# AUCTIONEERS ASSOCIATION OF ALBERTA



*John Perlich and Wild Bill Henke 2019 and 2018 "Most Distinguished Service Award" winners have shared many years of friendship. Their efforts and contribution to the auction profession have been appreciated.*

## ***HERE, THERE & EVERYWHERE ....with Wild Bill***

The 2019 AA of Alberta's 85<sup>th</sup> Convention had a variety of seminars, auctioneer competitions that attracted the amateurs and more experienced auctioneers to compete at different levels

These functions will be highlighted as you read on.

Many attending had to contend with adverse weather conditions. They were excited about the "Convention Program of Events." The Convention hosted by Wayne Orsten and Joe Perlich along with the many supporters contributed in having a most successful Convention.

Each day was filled with a host of programs that had a large appeal. A special THANK YOU to all the Convention Sponsors and to all who attended the various competitions and purchased many items in support of the competitors. THAT deserves a Big THANK You.

The meeting of many new friends and renewing old acquaintances is very rewarding. It reminds me of the "Fall Season with Farmers" who were excited about the threshing of their crops. The threshing crews would come and then the farmers would realize the results of their efforts.

Like the "Farmers" the AA of Alberta Annual Convention brings together an "Auctioneers Threshing Crew" and after 3 days we realize the results of our efforts for the year. Each year can result in success and we need your support to have a good crop each year.

Don't forget your love of family— "THAT" Smile, Hug and Kiss can really make a change. Try it

God Bless You All.

Wild Bill

# THANK YOU TO ALL OF OUR 2019 CONVENTION SPONSORS



## - HIGHLIGHTS OF THE 2019 CONVENTION -

### Hear Yea...Hear Yea...Hear Yea

### 2019 AUCTIONEERS HAVE TALENT COMPETITION



Wayne Orsten is all smiles as Ron Victor donated his winnings at the "Auctioneers Talent Competition" to The Children's Hospital; an amount of over \$800. **THANK YOU Ron**

The 2019 AA of Alberta Convention kicked off with "Auctioneers Have Talent Competition" which attracted contestants from various regions of Alberta and was hosted by Wayne Orsten and Wild Bill Henke.

The competition was very entertaining however the talents of Delton & Kathy Wolff of Dapp, AB received the top two awards and cash prizes of over \$300.00. Ron Victor of Edmonton won the Calcutta draw of over \$800 and generously donated it to the Children's Hospital. **THANK you, Ron.**

We wish to thank all the contestants who participated as it was very entertaining and a sociable night to meet new and old friends.



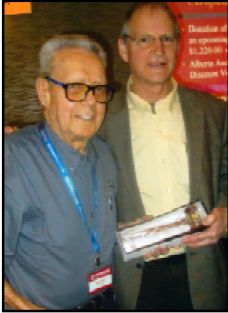
Delton Wolff 2019 Winner of the "Auctioneers Have Talent" competition. Delton exhibited his skills with his vocals and guitar playing.

Wayne Orsten and Wild Bill Henke added to the night entertainment by doing a few vocals.

Thanks to the Judges, and the accounting team that looked after the financial results.



*Depton & Kathy Wolff of Dapp, AB are all smiles after winning the "Auctioneers Have Talent" Competition and taking the top 2 spots.*



## THANK YOU TO ALL THE 2019 SEMINAR SPEAKERS

*WILD Bill Henke presenting AA of Alberta Gavel to Jim Snider of CPPAG who spoke on appraisals. A CPPG course was donated and sold for over \$800 with proceeds going to the AA of A. Thanks for your support!*

The AA of Alberta 85th Convention had a variety of functions that featured four seminars highlighted by Keynote Speaker **Cindy Klasen, Canadian Olympic Speed Skater**. Cindy's presentation focused on her story and the ups and downs in competing with world class speed skaters for over two decades. Her success was acknowledged in 2006 when she was awarded the Lou Marsh award as Canadian Athlete of the Year. She was a six-time Olympic medalist and four-time World Champion.

**Jim Snider, President of Canadian Personal Property Appraisers Group** who for 23 years have conducted appraisal seminars across Canada. CPPAG have a membership of over 1750 graduates. Appraisals have become a major asset for many firms and individuals. Snider's presentation was very informative and many in attendance realized that this was an opportunity to expand your firm's reputation and knowledge in assisting your clients in evaluating their assets.

**Bob Kerr, Mental Health for All** - A healthy work place is most important. Economic downturn results in depression and anxiety. Kerr discussed some of the barriers that keep up from talking about mental health work and how we find solutions. The problem is a serious one and we need more "Bob Kerrs."

**Ron Sekura** had a relaxed and informative discussion with "Good Ideas" presentation. It received many responses and suggestions which resulted in constructive conversations and new ideas which may work for your firm.

**Patrick Anderes** did a most informative presentation on Internet Auctions. A variety of questions concerning the benefit of Internet Auctions and how it may or has become a major method in marketing auctions in today's world of competition.

## VERN SCOWN TYRO MEMORIAL COMPETITION

Eleven contestants exhibited their talents and surprised many with their bid calling. Each year the Tyro Competition has been a stepping stone in their careers. The year 2019 had a very strong and competitive group. It was an exciting event and they all can be proud of their performances. It was a great night and they will be the auctioneers of the future!



2019 Tyro Contestants



Vern Scown Memorial Tyro Winner, Jordan Smith of Ponoka, AB receiving all the awards from the Tyro Committee of Pete Conway, Jordan, Rod Burnett and Tracy Pollard. A job well done!



Darrell Roth of St. Albert, AB got the Auction Bug and at the age of 75+ graduated from the "Auctioneering College of Canada," in Edmonton in April 2018. In 2019 Darrell competed in the Tyro Competition,



## 2nd ANNUAL CANADIAN BID CATCHING CHAMPIONSHIP



2019 2nd Annual Canadian Bid Catching Championship had 11 contestants. A popular event, a variety of talent, very close but only one winner!



Dave Johnson of Sylvan Lake, AB receives 2019 Trophy, Plaque Buckle and \$1000 cash for the 2nd Annual Bid Catching Competition from Micky Spencer. AT the age of 14, graduated from Western School of Auctioneering in 1981. Johnson has provided his expertise as a Ringman and Auctioneer for 38 years. Dave is a contract Auctioneer with "Impact and ADESA Auto Auctions" Congratulations!

## 2019 ALL AROUND AUCTIONEER CHAMPIONSHIP



*Contestants for the "Canadian All-Around Auctioneering Championship"*

The 2019 Competition attracted 20 auctioneers from various regions of Canada and the USA.

It was a closely contested competition before the final five were selected and the run off for the championship would be completed.

The caliber of auctioneering was at a high level as the judges were required to use their talents in scoring a very 'very' close competition.

All competitors realized the importance of their skills which would be judged by a panel of five.

All the auctioneers should be congratulated for their fine performances as they all demonstrated a variety of bid calling that they brought to the competition. A round of applause to all the competitors was given at the conclusion of the competition. See you next year!



*2019 Top Five: L/R Andrew Reeleder (4), Adam Cripps (5), Rod Snopek (2), Rob Bergevin (3), Champion - Bobby Miller (1)*



*2019 CHAMP, Bobby Miller, Eckville, AB receiving all the awards and cheque for \$3000 from Mickey Spencer, co-chairman of the competition.*



*2nd Runner-Up Rod Snopek, Tees, AB receiving Belt Buckle and cheque for \$2000 from Mickey*



*3rd Runner UP Rob Bergevin, Stavely, AB receiving Belt Buckle and cheque for \$1000 from Mickey*

## 2019 MOST DISTINGUISHED SERVICE AWARD WINNER: JOHN PERLICH, Lethbridge, AB



*It's a Big Night for John Perlich as he receives AA of Alberta, "Most Distinguished Service Award" for his many contributions to the Auction industry. His son Joe gave a very detailed message of his DAD's many deeds, especially the positive effect his father John had on his family. Love one another is a family tradition. Thanks Joe*

*John Perlich receives 40-year plaque from President Dale Menzak.*

***It was a convention that acknowledged awards, happy times and members***

***enjoyed the 85th Convention!***



*Rose Bardoel of AG Dealer presented Charlene Musgrove of Gateway Auctions with the "Best Web Page Trophy"*



*Rose Bardoel of AG Dealer presented Darren Isaac with the "Best Business Card" Trophy*



*Wayne Orsten of the AA of Alberta presents Liz Ballendine of Children's Hospital a cheque for \$27,522.50. A Big THANK YOU to all auctioneers that assisted in raising this amount.*

### **50-year Plaques:**

Jim Juris, Picture Butte, AB  
Laurie Lindstrand, Camrose, AB  
Ray Johnston, Rimbey AB

### **40-year Plaques:**

Walley Couey, Cayley, AB  
John Perlich, Lethbridge, AB  
Delton Wolff, Dapp, AB  
Missing Frank Hall & Eldon Kolberstad

### **25-year Plaques:**

Rob Bergevin, Stavley, AB  
Merv Grunow, Czar, AB  
9 members were absent  
for their rewards



Lorraine Klepper received a bouquet of flowers from the AA of Alberta Board of Directors. Always available to assist all members of the Association throughout the year.



The volunteers, Angela Garnett and Mickey Spencer processing purchases at AA of Alberta various functions. THANK YOU



John and his lady Sherri are enjoying the 85th AA of Alberta Convention. A Great Couple!



Wally Couey of Cayley, AB receives his 40 year plaque from President Dale.



Delton Wolff of Dapp receives 40 year plaque from President Dale and is enjoying his remarks.



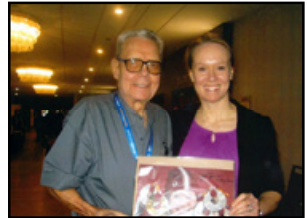
Merv Grunow of Czar, AB receives 25 year plaque from President Dale Menzak



Mickey Spencer presenting Tracy Pollard with "Female Auctioneers" Trophy



Rob Bergervin receiving 25 year plaque from President Dale



Wild Bill had guest speaker Cindy Klassen "Canadian Olympic Speed Skater" autograph pictures that were purchased at the 2019 Convention.

## ALBERTA AUCTIONEERS ASSOCIATION CONVENTION 2019 \$100 VOUCHER

This voucher entitles the bearer to a \$100 credit towards the registration in any CPPAG training seminar to be held in 2019 or 2020. To be redeemed it must be used by a member of the AA of Alberta or AA of Alberta Support Person. A limit of 3 vouchers per auction company may be applied. This voucher has no par value and it is not redeemable for cash.

**CONTACT LORRAINE: 403.340.2070 OR WILD BILL HENKE (BC LIASON) 604.888.9536**



## THE 2019 AA OF ALBERTA 50 YEAR CLUB



In 2019, the AA of Alberta honoured three Auctioneers with a 50 year Membership Plaque. They have represented the auction profession with honesty and integrity. In their many years of dedication to their auctioneering career, their ambition was to serve their clients to the best of their ability.

Their goals may vary in respect to success. They made choices as to what markets they would serve and also determine their path to succeed. In many instances they realized their potential whether it be to serve their communities or become a larger factor in serving their clients and performing sales throughout Alberta. Regardless of their choices they all achieved their “dreams” and after 50 years they still represent the auction industry and continue to support the AA of Alberta. **CONTRATULATIONS!**

### **- JIM JURIS: 50 YEAR CLUB MEMBER, Picture Butte, AB -**



President Dale presents 50 year plaque to Jim Juris of Picture Butte, AB

Meeting Jim and his family and friends at the 85<sup>th</sup> Convention was most interesting and enjoyable. Talking with Jim on several occasions was informative as I prepared his story.

#### **Read on....Read on...**

To be an auctioneer was a choice that Juris made at an early age. The Juris family were established in the livestock auction business and owned an

“Auction Market.”

His father was a major factor in Jim’s auction career and to maintain the Family Business. In **1969 Juris** graduated from the Western College of Auctioneers in Billings, MO.

Juris was ready to apply his talents as an auctioneer and serve the “**Livestock Market.**” Years of listening and watching other auctioneers succeed were part of his past. It was time to serve his profession.

Jim maintained a high profile in the livestock industry and in 2001



*Family and friends came from afar to celebrate Jim Juris receiving his 50 years of service to the auction profession. What a nice way to honour Jim's family on this important occasion. A GREAT GROUP!*

sold to auction market..

Jim maintained a high profile in the livestock industry and in 2001 sold the auction market.

Over the years his firm was very active and the family business was a continued success. One sale Jim recalls was a farm sale that **grossed over a Million Dollars**. Juris as a true auctioneer never had a bad one. EACH sale's success depends on the supply and demand of inven-

tory that each sale attracts.

A good auctioneer should possess a **friendly personality, clear voice** while selling and very important, **know your values**.

Strive to be your "Best" at all Auctions as they are very important to your co-signors.

To New Auctioneers, Jim has two Suggestions "**Be Clear and Know Your Values.**"

Family time is important. I do now share much more time with Family.

Charities over the years have had my support and still do.

What auctioneers inspire Jim— "There are many Good Auctioneers and many Great Auctioneers in our country. Just look around and **see the successful ones—'They're the Ones' That Inspire Me the Most.**"

Juris has no regrets for his 50 plus years in the auction profession. He has seen and experienced the high and low cycles in the Auction Community which he so proudly served.

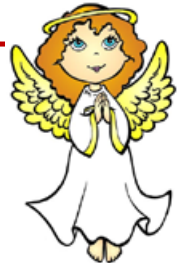
I asked Jim, would you do it again— "**WITHIN A MINUTE.**"

Another story... another friend... LIFE IS GOOD.

---

**FRIENDS ARE ANGELS WHO LIFT US TO OUR FEET WHEN OUR WINGS HAVE TROUBLE REMEMBERING HOW TO FLY.**

**BEING HAPPY NEVER GOES OUT OF STYLE**



## - RAY JOHNSTON: 50 YEAR CLUB MEMBER, Rimbey, AB -



*Ray and Janice Johnston enjoying a  
"Snowbird break" in Yuma, AZ*

It seems it was just yesterday that Ray got the bug to be an auctioneer. Here it is 50+ years later and Ray and Janice are "Snowbirds" enjoying the Arizona Sun in Yuma, AZ.

Ray was 16 years old and was doing chores that assisted in Rimbey Auction Mart having successful sales.

Owners Dean Johnson and Del Jordan realized that Ray had a passion to be an auctioneer. At the age of 18

along with Larry Jordan and Terry Sargeant, they were off to Reich School of Auctioneering in Mason City, Iowa. Johnston was taking big steps in becoming an auctioneer and started selling at the Rimbey Auction Mart.

Opportunity came his way and in 1969 he went to Prince George where he applied his skills with Big Country Auctions and their livestock market in Vanderhoof, BC. In 1971 Ray and his wife Janice operated an auction house in Prince George till 1973. A career change came in 1974 when he returned to Rimbey, AB and worked for Vold Jones Vold in Penoka for 30+ years.

His talents were recognized and over the years he assisted several other Livestock Auction Marts and also conducted farm and household sales. Johnston was retained by Larry Shantz for 22 years doing his livestock sales at Vanderhooft BC. There was a lot of travelling done in that era.

The road to success was a great challenge but Ray had the **determination, desire and stamina** to create a successful career and provide for his family a **sound future**.

Some Observations by Ray:

- Can't recall Biggest or Best sale—some just better than others
- A GOOD Auctioneer—Be honest—work hard for your clients—clarity—be in control of your sale—know WHAT you are selling—do your research

- I think I have always kept my enthusiasm in the auction way for all my clients
- My Family has always been supportive. A Big Big PLUS.

Ray and Janice are proud parents of Darrell Johnston who is an auctioneer and owns 5 Star Auctions in Blackfalds, AB. Their grandson Sheldon is also an auctioneer.

The Auction profession has always been a little hard to get established in. If your goal in life is to be an Auctioneer then read on as the path to success requires determination, honesty, hard work, develop a clear chant, believe in yourself and don't give up. Remember to look after your most important asset "Your Voice."

Ray and Janice have been treated well by the auction profession. They have lived a good life, raised their family, been blessed with four children, 10 grandchildren and 4 great grandchildren. Involved in community includes Minor Hockey, 25 years Rimbey Rodeo Board, CHAIRMAN Rimbey New Arena Committee, 4H Sales, CHARITY Sales & Fund Raisers 23 years Rimbey Kids in Sports Programs, plus, plus.

The auction business has created opportunities to meet and make friends in many places. It is so rewarding to listen to and realize the journey that the Johnston Family have encountered.

Another story... another friend... LIFE IS GOOD.

## **- LAURIE LINDSTRAND: 50 YEAR CLUB MEMBER, Camrose, AB -**



*Laurie Lindstrand of Camrose, AB receives 50 year plaque from President Dale*

The auction profession in Alberta have had the privilege of being fortunate in having a number of auctioneers set a bar for high performances in representing the auction industry.

The LINDSTRAND dynasty was a vision that Laurie Lindstrand encompassed when the farm boy from Camrose enrolled in the Western College of Auctioneering at Billings, MO in 1969.

The LINDSTRAND family were involved with the success of Lindstrand



*Jody Lindstrand celebrates with his father Laurie who has just received his 50 year plaque. Congrats to a great family.*

Auctions. It took Laurie to realize that there was a world of opportunity to be had. The local auctioneers retained Laurie however, he had a greater vision for his future.

As he struggled with his future plans a lady asked Laurie if he could do an **“Estate Sale”** for her family. This was the **BREAK OR OPPORTUNITY** that created the Lindstrand Dynasty.

The entire Lindstrand family were excited as they prepared, and planned and conducted an “Estate Sale” that impressed the buyers and general public.

IT WAS THE start of **“Local Boy Reaches for The Heights.”**

READ ON AND ENJOY the **“LINDSTRAND DYNASTY.”**

We have conducted over 2000 farm auctions in the last 50 years. Not really one that stands out but have sold just about everything by auction, from milk quota, hardwood flooring, farm equipment, household, and livestock; I don’t think there is anything we haven’t sold. I think we worried more than the customers who we were conducting the auction for attendance, weather, etc but at the end of the day, they were all successful auctions.



*Laurie & Jody Lindstrand beside the Lindstrand Auctions Sign*

A good auctioneer should be honest, have good product knowledge, respect their customers both buyer and seller, because they are a measure of your success. Our customers are number one. Some of our slogans are “Don’t gamble, a lifetimes work is gone in a day”; “Call your auction professional today”; “We serve Alberta by word of mouth”, “Follow the crowds to Lindstrand Auctions” and “Successful sales don’t just happen, they’re planned”.

We were one of the first company’s in Alberta to go to the number system from buyers names, and one of the first auction company’s to have an enclosed auction topper.

Today Lindstrand Auctions sits on 45 acres two miles north of Camrose with a 20000 square foot modern facility conducting our Annual Machinery Consignment Auctions four times annually and our mobile farm auctions.

We are very active in the auction business and very involved in our community and looking back it has been a very rewarding career for all our family and we have enjoyed the people. It is the people and the friends we have made that is the ultimate reward. We cannot thank our customers enough for the success of our business.



*Laurie & Jody Lindstrand receiving the Best Flyer in the province of Alberta Award of the 2007 A&A Conventions.*

### HIGHLIGHTS:

- Selling many First Edition history books in different communities to mark Alberta's 75<sup>th</sup> anniversary
- 1989-2003 Director of Auctioneer Association of Alberta
- 2007 Distinguished Service Award Alberta Auctioneers Association
- 2006 Lindstrand Auctions awarded the Community Spirit Award by the Camrose Chamber of Commerce
- 2007 awarded Alberta Excellence Award for Community Charity Work
- Numerous award for Best Sale Bill, Best Flyer, and Website Alberta Auctioneers Association



*Lindstrand Auctions Ltd Facility & Sales Yard - 45 acres, 2 miles North of Camrose, AB*

### CHARITY WORK:

- Camrose Women's Shelter
- Boys & Girls Club
- STARS Air Ambulance – Both Laurie & Jody were directors for 15 years
- Camrose Association for Community Living
- Ducks Unlimited
- Battle River Community Foundation
- Hastings Lake Bible Camp
- Plus many more



*Laurie Lindstrand selling the 75th Anniversary History Book for the Hay Lakes Community*

Laurie Lindstrand graduated from Western College of Auctioneering in Billings, Montana in 1969. Laurie returned home to Alberta where he partnered with Elgin Brown until 1974 when brother Ron Lindstrand joined him, and they formed Lindstrand Auctions and did many farm auctions in the Camrose area. Following Ron's passing in 1986, Laurie's son, Jody, followed his fathers' footsteps into the sales ring in 1987 after he graduated from the Western Canada



*Crowd at one of the many sales conducted by Lindstrand Auctions*

School of Auctioneering in Lacombe. Family has always been important and Laurie's two daughters, Debbie & Carrie, Laurie's wife Cathy, and Jody's wife Veralyn, play a big part in the operations today.



*Laurie Lindstrand - A Pioneer entrepreneur of the auction industry in Alberta - Highly respected and admired.*

The reason for the success of our company is our communication with our customers and a strong advertising campaign. We have conducted hundreds of Farm Auctions in the last 50 years and conduct Alberta's Largest One Day Machinery Consignment Auction attracting 4000 -5000 bidders four times a year in April, June, August and October.

In 2002, Jody and his wife, Veralyn bought the company from Laurie however Laurie is still very active in the business.

**SUCCESS - DEPENDS ON THE SECOND LETTER**

**THE BEST THINGS IN LIFE ARE THE PEOPLE YOU LOVE, THE PLACES YOU'VE SEEN AND THE MEMORIES YOU'VE MADE ALONG THE WAY!**



**GO THE EXTRA MILE, IT'S NEVER CROWDED.**



**THERE'S SOMETHING BEAUTIFUL IN EVERY DAY, YOU JUST HAVE TO FIND IT**

# MORE CONVENTION HIGHLIGHTS!



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# MORE CONVENTION HIGHLIGHTS!



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# For ALL your Auction Print Needs!



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A wooden swing hangs from a large, leafy tree on the left. The swing is positioned in a field of tall grass and corn. In the background, there are rolling green hills under a bright sky. The text "Sunshine is the Best Medicine" is overlaid on the image.

**Sunshine** *is the*  
**Best Medicine**



The Auctioneers' Association of Alberta is one of the oldest auctioneer associations in North America. For eighty-two years, the Auctioneers' Association of Alberta has worked hard on developing a high standard of professionalism and business ethics as well as consistently creating goodwill with the people of Alberta.

## **Auctioneers' Association of Alberta**

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